RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

March 5, 1997

RJR Account #194040
Ms. R. Fairbanks
FINKLE DIST., INC.

APRIL DORAL BOX 100 B1G1F / PROMOTION #700447

Dear Ruth:

DORAL B1G1F ***pre-sleeved*** product has been ordered (see quantities listed below), as well as 345 skus of 4-carton displays (Item #526424) to pack the above promotion for your participating retail accounts. All additional pertinent promotional information is listed below:

#/ (6M) Cases

B1G1F	STYLE	UPC Code
23	*Full Flavor Box 100*	12300-23993
23	*Light Box 100*	12300-23994

Product / Premium Arrival:	March 31, 1997
Ship Date to Retail:	**Week of: April 7, 1997**
SKU CUBE:	**0.2618**
SKU WT (w/o Product):	**0.7600 lbs**
Retail Sales Offer per Sku:	**20 units**
Billing per Sku:	**2 Savings Cartons**
EFT $ Amount:	$1,981.94
Non-EFT $ Amount:	$N/A

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Source: https://www.industrydocuments.ucsf.edu/docs/llym0000

Promotion Description:
Utilize 4-Carton Shipper Display. Place 20 ***pre-sleeved*** B1G1F units each of *Doral FF Box 100 and Doral Lt Box 100* into the 4-Carton Shipper Display.

SHIP TWO (2) DISPLAYS TO EACH ACCOUNT ON THE ATTACHED CUSTOMER LIST

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you $14.00 per **live 12M** case for all displays packed and shipped to retail on a timely basis. This equates to **$322.00 (11.5 (12M) case(s) @ $14.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: R. Westenberger / 162303

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-DORBOX.DOC

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Source: https://www.industrydocuments.ucsf.edu/docs/llym0000

WHOLESALER: 194040 FINKLE DIST INC

INSTRUCTIONS: DORAL BOX B1G1F INTRODUCTION
DORAL LIGHT BOX 100 / DORAL FULL FLAVOR BOX 100

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCF	Volume
	561050	1623 02	MINI CHOPPER #109	AMHERST & IROQUIS ST	LAKE GEORGE	NY	1427-00-00	A 00	65
	767092	1623 02	MINI CHOPPER #63	127 RIDGE ST	GLENS FALLS	NY	1427-00-00	A 00	124
	767583	1623 02	MINI CHOPPER #62	538 AVIATION RD	QUEENSBURY	NY	1427-00-00	A 00	31
	175613	1623 03	MINI CHOPPER #64	821 NEW SCOTLAND AVE	ALBANY	NY	1427-00-00	A 00	104
	175765	1623 03	MINI CHOPPER #65	2248 BROADWAY	SCHENECTADY	NY	1427-00-00	A 00	133
	767243	1623 03	MINI CHOPPER #85	1810 VAN VRANKEN AVE	SCHENECTADY	NY	1427-00-00	A 00	99
	767268	1623 03	EASTERN PARKWAY #70	838 MCCLELLAN ST	SCHENECTADY	NY	1427-00-00	A 00	199
	176471	1623 04	MINI CHOPPER #71	CHURCH ST & RAILROAD PL	SARATOGA SPGS	NY	1427-00-00	A 00	184
	176702	1623 04	MINI CHOPPER #61	91 N MAIN ST	MECHANICVILLE	NY	1427-00-00	A 00	104
	619795	1623 06	MINI CHOPPER #86	53 MAIN ST	CHATHAM	NY	1427-00-00	A 00	196

Total Accounts 10

R. Tarchyk will advise # of displays to be shipped to each location on this list.

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WHOLESALER: 194040 FINKLE DIST INC

INSTRUCTIONS: DORAL BOX B1G1F INTRODUCTION:
DORAL LIGHT BOX 100 / DORAL FULL FLAVOR BOX 100
SHIP (2) DISPLAYS TO EACH RETAIL ACCOUNT

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCF	Volume
	177337	1622 03	MC PHAILS PHARMACY	179 MAIN ST	ONEONTA	NY		A 24	243
	269986	1622 03	SUNOCO #4004A	N MAIN & SECOND	ELMIRA	NY	0362-05-00	A 00	272
	515814	1622 03	SUNOCO #7473	48 DENISON PARKWAY	CORNING	NY	0362-05-00	A 00	157
	691794	1622 03	SUNOCO #7475	501 E WATER ST	ELMIRA	NY	0362-05-00	A 00	182
	764325	1622 03	ATLANTIC #4019A	1123 S MAIN ST	HORSEHEADS	NY	0362-05-00	A 00	145
959460	699104	1622 05	POOJA ENTERPRISES	4223 MILTON AVE	SYRACUSE	NY		A 12	157
	363861	1622 06	FT PLAIN NEWS	58 MAIN ST	FORT PLAIN	NY		A 12	340
959775	597204	1622 06	DOLGEVILLE NEWS	6 SO MAIN ST	DOLGEVILLE	NY		A 12	105
964171	762157	1622 06	SAKRAN & CESARIO INC	7595 KIRKVILLE RD	EAST SYRACUSE	NY		A 12	105
962225	762374	1622 06	TOWNE CRIER	148 N MAIN ST	HERKIMER	NY		A 12	140
	643758	1622 10	GUJAR PETROLEUM	RT 209	ELLENVILLE	NY		A 12	600
	130731	1623 02	KING FOODS	BAY & QUAKER ROAD	GLENS FALLS	NY	2682-00-00	A 00	100
906164	177013	1623 02	CHESTER MARKET	RIVERSIDE DRIVE	CHESTERTOWN	NY		A 24	200
	177091	1623 02	CORNER MARKET	TROUT LAKE ROAD ROUTE 9N	BOLTON LANDING	NY		A 01	50
	320476	1623 02	D & G HARDWARE	RT 9 MAIN ST 18	WARRENSBURG	NY		A 24	265
	332960	1623 02	KING FUELS INC	QUAKER & DIX	QUEENSBURY	NY	2682-00-00	A 00	30
986356	362026	1623 02	BAILEY DELI & BAKERY	43 CANADA ST	LAKE GEORGE	NY		A 12	100
	452987	1623 02	EZ DUZZIT	75 SARATOGA AVE	SOUTH GLENS FAL	NY		C 24	2000
	710270	1623 02	JOEY'S PLACE	112 CHAMPLAIN AVE	TICONDEROGA	NY		A 12	100
	722178	1623 02	THE STORE	139 MAIN ST	WARRENSBURG	NY		C 24	600
	737866	1623 02	HUDSON MART	346 MAIN ST	HUDSON FALLS	NY		A 12	100
	766818	1623 02	LUZERNE MARKET	MAIN STREET	LAKE LUZERNE	NY		C 12	235
	27186	1623 03	SAS SINGH AUTO SERV	2470 ALBANY ST	SCHENECTADY	NY		A 12	277
	130267	1623 03	REID HILL MOBIL	165 CHURCH ST	AMSTERDAM	NY		A 12	130
	130271	1623 03	CLYDES STOP N SHOP	WASHINGTON ST &PEARL	JOHNSTOWN	NY		A 12	85
	130283	1623 03	BEEBE'S SERVICE STA	1000 CURRY RD	SCHENECTADY	NY		C 24	1081
	130706	1623 03	GETTY 58716	ELMWOOD&EFULTON	GLOVERSVILLE	NY		A 12	95
	175544	1623 03	CHAZANS PHARMACY	31 NEW SCOTLAND AVE	ALBANY	NY		A 12	210
	175803	1623 03	RENATO BAKERY	869 CRANE STREET	SCHENECTADY	NY		A 01	15
	176593	1623 03	FULLERS CORNER STORE	RR 1 BOX 547	NORTHVILLE	NY		A 12	110
	177253	1623 03	NAIFS GROCERY	251 N MAIN ST	GLOVERSVILLE	NY		A 24	1160
	177257	1623 03	FRANKS MARKET	261 W FULTON ST	GLOVERSVILLE	NY		A 24	280
	177329	1623 03	VIOLYN SERV STATION	ROUTE 30	PERTH	NY		A 01	30
	240242	1623 03	HOLMES & KUGLER	717 NOTT ST	SCHENECTADY	NY		A 24	430
	287798	1623 03	PHILBROOKS MARKET	27 MAIN STREET	FULTONVILLE	NY		A 12	190
	343317	1623 03	KING FOODS 8605	1600 WESTERN AVE	ALBANY	NY	2682-00-00	A 00	150
	440243	1623 03	CONVENIENT CORNERIII	5 COMERIE AVENUE RT 30A & ROUTE 67	JOHNSTOWN	NY	3643-00-00	A 12	155
	472795	1623 03	MINI KWIK	ROUTE 30	AMSTERDAM	NY		A 24	250
	475233	1623 03	SMITTYS	201 W STATE ST	JOHNSTOWN	NY		A 01	60
	505907	1623 03	THE COUNTRY STORE	930 S SHORE RD	NORTHVILLE	NY		A 04	80
	527957	1623 03	QIK PIK	2996 GUILDERLAND AVE	SCHENECTADY	NY		A 01	63
	528013	1623 03	ALBANY BEVERAGE	3899 CARMEN RD	SCHENECTADY	NY		A 12	105
	535459	1623 03	CALS GROCERY	9 S MELCHER ST	JOHNSTOWN	NY		A 12	105
	542554	1623 03	A-PLUS #60009F	1221 WESTERN AVE	ALBANY	NY	0362-01-02	A 24	210
	546784	1623 03	CONVENIENT CORNER II	ROUTE 30	BROADALBIN	NY	3643-00-00	A 12	159
	558185	1623 03	MINI KWIK	207 W FULTON ST	GLOVERSVILLE	NY		A 24	310
	565311	1623 03	UPTOWN BEVERAGE	1866 ALTAMONT AVE	SCHENECTADY	NY		A 24	280
	577317	1623 03	MARK COLONEY	D/B/A COLONEY SALES	NORTHVILLE	NY		A 12	170

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WHOLESALER: 194040 PINKLE DIST INC

INSTRUCTIONS: DORAL BOX B1G1F INTRODUCTION:
DORAL LIGHT BOX 100 / DORAL FULL FLAVOR BOX 100
SHIP (2) DISPLAYS TO EACH RETAIL ACCOUNT

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCF	Volume
				RD#2,BOX 2243, RT 30					
	578453	1623 03	OZBAY SERVICE CENTER	1605 BROADWAY	SCHENECTADY	NY		A 24	485
	579941	1623 03	COUNTRY CUPBOARD	RT 5 SOUTH	PATTERSONVILLE	NY		A 12	110
				1235 MAIN STREET					
	586076	1623 03	TIMAR'S ENTERPRISES	437 SARATOGA RD	SCOTIA	NY		A 12	279
	589558	1623 03	BUHRMASTER INC.	204 N PERRY ST	JOHNSTOWN	NY		A 12	113
	619887	1623 03	BONFARE FN FD 51053	2009 BROADWAY	SCHENECTADY	NY		A 12	138
	619977	1623 03	COUNTRY FEED STORE	ROUTE 30	AMSTERDAM	NY		C 24	1650
				UPP MARKET					
	626474	1623 03	HOLMES & KUGLER	127 ERIE BLVD	SCHENECTADY	NY		A 24	600
	642209	1623 03	ERICA'S	82 WEST EIGHT AVE	GLOVERSVILLE	NY		A 12	99
	642210	1623 03	O'BRIEN VIDEO	60 1/2 ELMWOOD DR.	GLOVERSVILLE	NY		A 12	520
	669794	1623 03	MARIANVILLE LAKESIDE	8865 MARIANVILLE ROAD	PATTERSONVILLE	NY		A 04	101
	671275	1623 03	KING FUEL	MILEPOST 153 & 190	GUILDERLAND	NY	2682-00-00	A 00	
				BROOKVIEW AVENUE					
	671276	1623 03	KING FUEL	MILEPOST 168 & 190	PATTERSONVILLE	NY	2682-00-00	A 00	50
	671277	1623 03	KING FUEL	MILEPOST 172 & 190	AMSTERDAM	NY	2682-00-00	A 00	50
	685831	1623 03	CITGO GAS STATION	3497 STATE ST	SCHENECTADY	NY		A 12	250
	693380	1623 03	MARIANNE'S MINI MART	1008 STATE HIGHWAY 29A	GLOVERSVILLE	NY		A 12	170
	700524	1623 03	JOHNSTOWN BEVERAGE	490 N PERRY ST	JOHNSTOWN	NY		A 12	179
	704359	1623 03	CARMEN GETTY	3300 CARMEN RD	SCHENECTADY	NY		A 12	130
	707764	1623 03	CROSSGATE SUNOCO	1611 WESTERN AVE	ALBANY	NY		A 01	
	767356	1623 03	FIVE CORNER ATLANTIC	378 MARIAVILLE RD	SCHENECTADY	NY		A 24	610
	767617	1623 03	TIFFANNY'S CNTRY MKT	8413 WESTERN TPKE	DELANSON	NY		A 12	101
				RT. 20					
	767809	1623 03	NORTHVILLE ROBIN SER	MAIN & BRIDGE	NORTHVILLE	NY	3643-00-00	A 12	160
	56313	1623 04	KING FOOD 8604	1529 CRESCENT RD	CLIFTON PARK	NY	2682-00-00	A 00	100
	175519	1623 04	BONFARE FN FD	2 SOUTH ST	BALLSTON SPA	NY		A 24	150
	176137	1623 04	LISHAKILL MARKET	214 LISHAKILL RD	SCHENECTADY	NY		A 01	80
	176493	1623 04	SULLI'S MARKET	18-20 BROADWAY	SCHUYLERVILLE	NY		B 12	104
	176552	1623 04	DICK & JERRY'S	ROUTE 29 & ROUTE 27	GALWAY	NY		A 12	100
				KIMBALLS CORNER					
	176553	1623 04	VASELS STATION	ROUTE 29 RD 1	GALWAY	NY		A 12	147
	330697	1623 04	TOPEDA, INC.	DBA WATSON'S GROCERY	COHOES	NY		B 12	415
				196 VLIET BOULEVARD					
916379	361644	1623 04	WEVER MOBIL MART	219 GUIDEBOARD ROAD	HALFMOON	NY		A 24	105
	410914	1623 04	SCHAGHTICOKE CARWASH	MAIN STREET	SCHAGHTICOKE	NY		A 12	100
	450796	1623 04	WILTON MOBIL MART	216 BALLARD RD	GANSEVOORT	NY		A 12	100
	484757	1623 04	WEVER MOBIL MART	75 HUDSON AVENUE	STILLWATER	NY		A 24	110
	553883	1623 04	BONFARE FN FD	GEYSER ROAD	BALLSTON SPA	NY		A 24	190
	624483	1623 04	U.S. FOOD MART	118 GARNER STREET	COHOES	NY		A 12	143
	658803	1623 04	SAVEMORE DISCOUNT BE	1512 ROUTE 9	CLIFTON PARK	NY		B 12	428
	677775	1623 04	GEMMETT RAINBOW	3775 LEWIS RD	BALLSTON SPA	NY		A 12	133
	689443	1623 04	MALTA CORNER	MINI MART	BALLSTON SPA	NY		A 12	110
				CORNER RT 9 & RT 67					
	701435	1623 04	BONFARE 493	RT. 67 & 521	MALTA	NY		A 12	100
	705684	1623 04	NISKAYUNA MOBIL	1502 BALLTOWN RD	NISKAYUNA	NY		B 12	230
	724732	1623 04	GETTY MART #58704	253 MILTON & PROSPECT	BALLSTON SPA	NY		A 12	226
	738071	1623 04	HOLMES & KUGLER HDQT	ERIE BLVD	SCHENECTADY	NY		B 12	1260
	744043	1623 04	WEVER CAR WASH	ROUTE 29 & 40	GREENWICH	NY		A 12	150

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Source: https://www.industrydocuments.ucsf.edu/docs/llym0000

WHOLESALER: 194040 FINKLE DIST INC

INSTRUCTIONS: DORAL BOX B1G1F INTRODUCTION:
DORAL LIGHT BOX 100 / DORAL FULL FLAVOR BOX 100
SHIP (2) DISPLAYS TO EACH RETAIL ACCOUNT

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCF	Volume
	767857	1623 04	POWERS BONFARE 51028	389 TROY SCHENECTADY	LATHAM	NY		A 12	184
	22576	1623 05	SETTLER'S STORE	2185 HELDERBERGTRAIL	BERNE	NY		A 12	80
	175575	1623 05	DELMAR BEVERAGE CTR	242 DELAWARE AVE	DELMAR	NY		A 12	85
	175699	1623 05	HOERNING PHARMACY	HOPE PLAZA BOX 74-11	COXSACKIE	NY		A 24	322
	176021	1623 05	EMIL'S NEWS	99 WASHINGTON AVE	ALBANY	NY		A 12	105
	176073	1623 05	FRED TROMPS NEWSTAND	JUSTICE BUILDING	ALBANY	NY		A 01	50
	178371	1623 05	CORNER STORE	PO BOX 6125 RT 28	KINGSTON	NY		A 12	110
	241413	1623 05	KETCHUM'S GENERAL	RT 143 PO BOX 212	WESTERLO	NY		A 12	180
	362019	1623 05	LARK ST NEWS & GROC	252 LARK ST	ALBANY	NY		A 12	170
	385765	1623 05	ALBANY NEWS & VARIET	396 CENTRAL AVE	ALBANY	NY		A 12	42
	432328	1623 05	DELMAR CONV EXPRESS	406 KENWOOD AVE	DELMAR	NY		A 01	60
949115	511554	1623 05	A&A EXTRA MART	190 2ND AVE	ALBANY	NY		A 12	80
	597540	1623 05	A1 SUPPLIES	123 CENTRAL AVE	ALBANY	NY		A 12	300
	658840	1623 05	N&O CITGO	589 CENTRAL AVE	ALBANY	NY		A 12	101
	658933	1623 05	KNOX COUNTRY STORE	RT 156	KNOX	NY		A 04	85
	660703	1623 05	DELAWARE & ELM MOBIL	594 DELAWARE AVE	DELMAR	NY		A 12	155
	671274	1623 05	KING FUEL	ROUTE 67	MALTA	NY	2682-00-00	A 00	40
	693697	1623 05	GUJAR PETROLEUM	336 E CHESTER ST	KINGSTON	NY		A 12	175
	700333	1623 05	QUAIL STREET NEWS	122 QUAIL ST	ALBANY	NY		A 12	150
	712601	1623 05	ALBANY SUPER STORE	354 S PEARL ST	ALBANY	NY		A 12	100
	721873	1623 05	A1S PETROLEUM	585 BROADWAY	KINGSTON	NY		A 12	270
	729858	1623 05	US MOBIL MART	788 HELDERBERG TRL	EAST BERNE	NY		A 12	115
	56498	1623 06	KING FOODS	558 HOOSICK ST	TROY	NY	2682-00-00	A 00	92
	176271	1623 06	DAVE'S MARKET	ROUTE 43	STEPHENTOWN	NY		A 12	145
	178609	1623 06	UNITED SMOKESHOP	2 E MARKET ST	RHINEBECK	NY		A 12	105
	338316	1623 06	KING FOODS	ROUTE 2	CROPSEYVILLE	NY	2682-00-00	A 00	90
	619956	1623 06	TABLE TALK THRIFTMKT	ROUTE 23B BOX 7T	HUDSON	NY		A 01	65
	671281	1623 06	KING FUEL	910 NORTHERN DIRVE	TROY	NY	2682-00-00	A 00	140
	685842	1623 06	CORNER STORE	RT. 209	STONE RIDGE	NY		A 24	220
	705374	1623 06	M&S MART, INC.	6337 RT. 209 & 42ND STREET	KERHONKSON	NY		A 12	400
	706812	1623 06	KARAN ENTERPRISES	52 HUDSON AVE	CHATHAM	NY		A 12	120
969634	714675	1623 06	MANI PETROLINE	124 FAIRVIEW AVE	HUDSON	NY		A 24	265
	728378	1623 06	US MOBIL MART	295 COLUMBIA TPKE	RENSSELAER	NY		A 12	110
969626	742348	1623 06	ZEE PETROLINE, INC.	123 SOUTH HUDSON STREET	CHATHAM	NY		A 12	205
1031	767452	1623 06	BONFARE FN FD 51031	908 RIVER ST	TROY	NY		A 24	176
914234	767584	1623 06	A-MART MERCHANDISE	746 PAWLING AVE	TROY	NY		C 24	605
	767629	1623 06	KING FUELS	233 2ND AVE	TROY	NY	2682-00-00	A 00	170
943266	444732	1623 08	MALWA CORPORATION	266 STATE ROUTE 55	LAGRANGEVILLE	NY		A 24	128
	701398	1623 08	GARCHA PETROLEUM CO	127 W MAIN ST	WAPPINGERS FLS	NY		A 12	115
	740272	1623 08	COBBLE POND FARMS	ROUTE 82	STANFORDVILLE	NY		A 12	90

Total Accounts 130

17.3

260 Displays

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Source: https://www.industrydocuments.ucsf.edu/docs/llym0000

GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT 04/15/97

ACCOUNT NUMBER: 194040
VOUCHER NUMBER: 15350046
DATE WRITTEN: 04/15/97
STATUS: PAID
AMOUNT PAID: 161.00

FINKLE DIST INC
ROUTE 30
MAYFIELD , NY 12117

SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
'97 VAP PK & SHP	11.50	161.00

EXPLANATION: DORAL BOX B1G1F/#700447/SR 162303

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Source: https://www.industrydocuments.ucsf.edu/docs/llym0000